

www.spiff.com

WHY WORK WITH SPIFF?

The Leading, Modern, Self-serve
Commission Automation Platform



SPIFF

Spiff believes teams are happiest when they are
motivated and successful.



Spiff isn't just commission software. It's an easy-to-use, real-time, data-driven **platform to drive motivation and revenue growth.**



Our definition of victory is two-fold:

- 1) **delight finance and sales ops** with the most powerful, easiest-to-use incentive platform and 2) **delight reps** with a tool that inspires their peak performance.

Spiff is the G2 Incentive Compensation Category and Momentum Leader.

We've also been the G2 Overall Category Leader more than any competitor for the last 12 months. 🙏



Spiff is growing faster than any sales commission software vendor according to G2 Momentum Scores.

G2 Momentum Grid



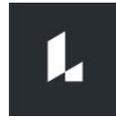
You're In Good Company





One of the best customer experiences I've ever had

Spiff makes my commission process easy and so much faster. I can easily navigate, and add new people. Spiff makes all of this easier for me. The people at Spiff are just lovely as well. They are always willing to help me and are very fun to work with. Probably one of the best customer experiences with a company I've ever had.



SYDNEE MERRELL, SENIOR SALES OPERATIONS ANALYST, LUCID



400% reduction in time on commissions

Since implementing Spiff, our team has been able to reduce the time spent reconciling and processing commissions by 400% and the headcount involved by 3 (4 people for a total of 36 hours now down to 1 person at roughly 6 hours).



ANDREW SIMS, SALES OPERATIONS MANAGER, CLOUDBEDS



Preserving the trust and transparency of our salesforce

"I am super glad our VP of Finance chose Spiff. Spiff has enabled us to facilitate a complex sales organization transformation while maintaining end-user transparency into evolving commission models. Spiff's intuitive user interface and flexible, yet powerful, calculation engine has saved us tens of thousands of dollars in design and implementation, disencumbered dozens of internal developer hours, and provided immeasurable value in preserving the trust and transparency of not only our salesforce, but our accounting and executive teams as well."



CODY CLARK, ACCOUNTANT, FIVETRAN

The Top Reasons Why Customers Choose Spiff

REASON #1

Real-Time Visibility and Motivation

Every rep, team, and organization gets a performance dashboard on Spiff and our mobile app. The number one motivating factor for sales is immediate validation of their work. Once reps are able to see the efforts of their work in real time, motivation skyrockets. This simply doesn't happen with monthly or quarterly commission statements.

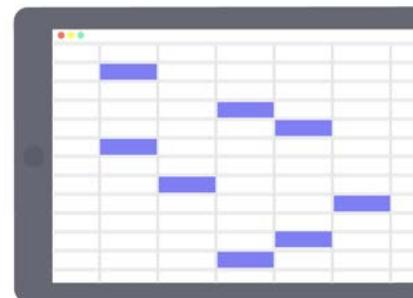
Spiff also has robust permissioning and approval tools, allowing you to control who can see what. Reps can trace every single calculation in our system. With Spiff, your entire organization can see revenue performance exactly when they need it.



REASON #2

Automation

Spiff takes time consuming processes and turns them into time saving advantages. Our automation platform processes millions of statements a day and updates in real time. Our Designer tool allows changes in just a few clicks. Because of our unique architecture, all changes to your commission plans require just a few clicks to match your source data (ERP, CRM, etc.) and sales activity to rep statements.



REASON #3

Scalability

The old way of calculating commissions is a manual, slow process. Some companies have tried to update their systems but discovered that they're just paying for professional services instead of innovation. Spiff scales to any complexity and any volume. From 10 to 5000 commissioned employees, Spiff is real-time. Accelerators and other sales plan structures, are all automatically updated as sales happen.



REASON #4

Insights and Analytics

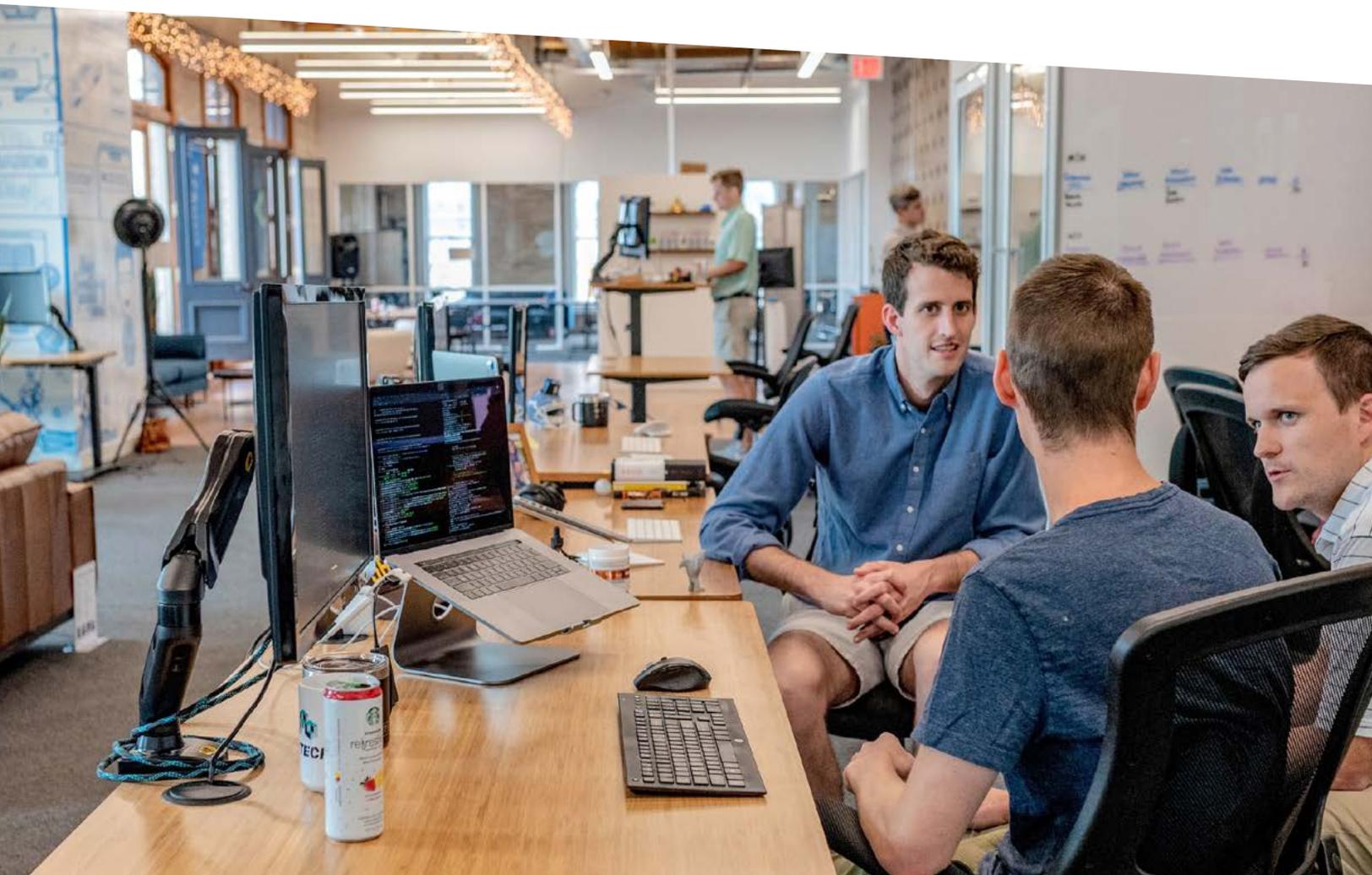
Spiff offers multiple levels of reporting and analytics. Excel exports, built-in Looker business intelligence charting, custom SQL database and API access are all available. In addition, Spiff is the only modern platform to offer benchmarking reports so you can easily see how your commissions stack up against industry peers.



REASON #5

Audit-Ready

Spiff is the industry leading commission expensing platform (ASC 606, IFRS 15). We have the strongest expense reporting in the business with tools that allow for any slice or snapshot to be presented when you need it. Required changes typically require only three clicks. Finance teams no longer have to dredge through complicated commission sheets, just a couple of clicks and relevant expenses are populated instantly.



How Spiff Stacks Up

	Spiff	Xactly	CapitvatelQ	CallidusCloud
G2 Overall Leader Awards (Last 12 Mos)	3	0	2	0
G2 Momentum Leader	Yes	No	No	N/A
G2 Product Direction	90%	84%	87%	N/A
G2 Ave Implementation	1.7 Months	4.5 Months	1.4 Months	N/A
G2 SPM Ease of Admin	89%	83%	N/A	N/A
G2 SPM Ease of Use	96%	84%	97%	N/A
G2 Territory Mgmt	92%	84%	N/A	N/A
G2 Workflow/Approvals	92%	84%	N/A	N/A
G2 CRM Integration	90%	88%	97%	N/A
G2 Financial Integration	82%	83%	N/A	N/A
G2 Performance and Reliability	95%	86%	93%	N/A
G2 Overall Score	84	71	85	N/A
Real-time (Displayed Every 15 Minutes)	Yes	No	No	No
Real-time Plan and Team Updates	Yes	No	No	No
Tracing	Yes	No	No	No
Average Statement Update Time	1.6 seconds			
ETL Process Required	No	Yes	No	Yes
Custom Coding Required?	No	Yes	No	Yes
Fully Automated ASC 606 / IFRS 15	Yes	No	No	No
Benchmark & Insight Reports	Yes	Additional Fee	No	No
Advanced Reporting	Full-featured BI tool	Custom	Custom	Custom
Mobile App	Yes	Yes	No	Yes
Modern Public API	Yes	No	No	No

Interested in Spiff?

Schedule a demo with a commission specialist today.

[SCHEDULE A DEMO HERE](#)



SPIFF